Doing Business with Fort Sam Houston

Associate Director for Small Business
U.S. Army Medical Command

Topics to be covered

- Introduction to Fort Sam Houston
- The Buying Offices at Fort Sam Houston
- What they Buy
- How to Do Business with Them

Fort Sam Houston

- Established in 1876
- 1910: Birthplace of military aviation
- 1917: Developed aeromedical evacuation of casualties
- National Historic Landmark
- World’s largest military medical training facility.

Fort Sam Houston

- More than 27,000 military a… civilian personnel
- Annual payroll and operating budget of about $105 million annually
- On-post construction projects average $30 million annually
- Public-private partnerships to renovate and reuse historic buildings

Fort Sam Houston

Major Tenants include:

- Army Medical Command
- Brooke Army Medical Center
- AMEDD Center and School
- Defense Medical Readiness Training Institute
- Fifth U.S. Army
- U.S. Army South
- Fifth Recruiting Brigade
- Navy Regional Recruiting
- Military Entrance and Processing Station

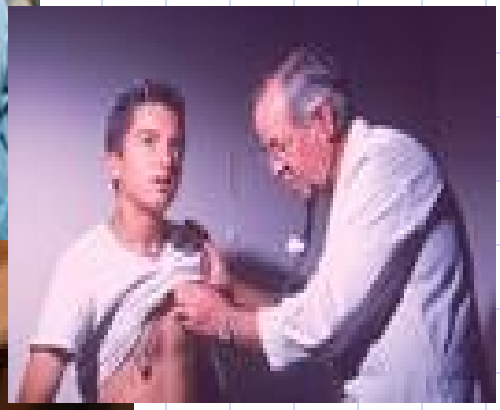
Doing Business with Fort Sam Houston

The Buying Offices and What They Buy

U.S. Army Medical Command

Health Care Acquisition Activity

What We Buy



PROFESSIONAL SERVICES

Physicians

Dentists

Nurses

Psychologists

Chiropractors

Optometrists

Emergency Room Services

What We Buy

NONPROFESSIONAL SERVICES

Technicians

Nurse Assistants

Therapists

Lab Testing Services

Occupational Health

Administration

What We Buy

OTHER SERVICES

Housekeeping

Laundry and Linen Service

Medical Equipment and Maintenance

Third Party Collections

Medical Supplies

Great Plains Region

Supports

- Brooke Army Medical Center
- AMEDD Center and School
- Dental Command
- Veterinary Command
- MEDCOM Headquarters
- Army medical facilities in the central US

Center for HealthCare Contracting

- Supports all MEDCOM facilities and locations
- Services crossing Regional boundaries
- High visibility projects

U.S. Army Contracting Agency

The Americas

What We Buy

Primary Support to U.S. Army South

Fort Sam Houston

- Transportation and Freight Service
- Linguistics and Translation Services
- IT Equipment
- Personnel Recovery Services
- Base Operations Services

South America

- Full spectrum contracting support to the area of responsibility

U.S. Army Corps of Engineers

Fort Worth District

What We Buy

- Major Construction and Environmental Services
- Water Resources Management
  - Flood Control
  - Hydroelectric Power
  - Navigation
- Disaster Response

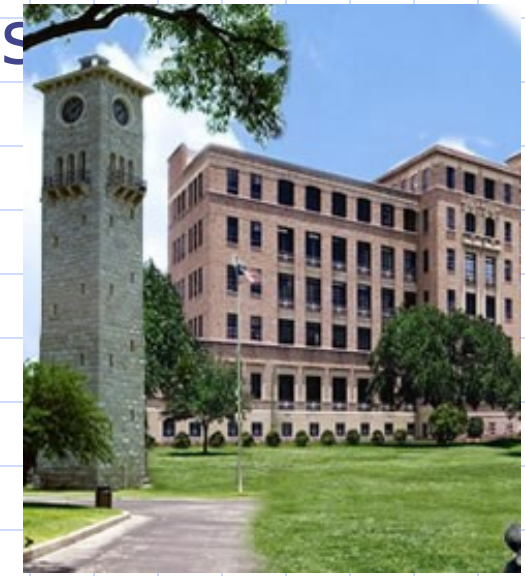
U.S. Army Contracting Agency

Southern Region Contracting Center - West

What We Buy

Everything Else

- Base Support Services
- Renovations
- Equipment Purchases & Leases
- General Staffing Services
- Demolition
- Training and Education



Except

- Information Technology
  (ITEC4 – West, Fort Huachuca, AZ)

Doing Business with Fort Sam Houston

How to do Business with Our Buying Offices

1. Identify your Product

- Correct Federal Supply Classification (FSC) code (www.dlis.dla.mil/h2/) and North American Industry Classification System (NAICS) code (www.census.gov/naics)

2. Register your business

Register in the Central Contractor Registration (CCR) (www.ccr.gov)

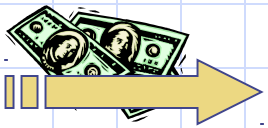
- Must have DUNS number (https://eupdate.dnb.com/requestoptions/government/ccrreg/)
- Must have CAGE code

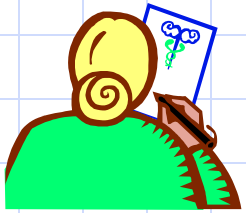
3. Learn Procedures

- Selling to the Military Handbook (www.acq.osd.mil/sadbu/publications/selling/index.html)
- Selling to the Army (www.sellingtoarmy.info)

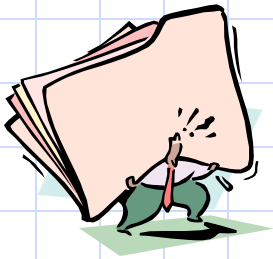
The “Process”

Requirement

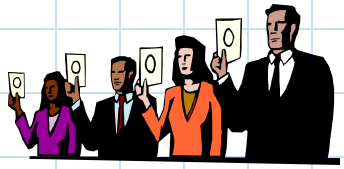




Solicitation



Offer



Evaluation

Contract Award

Performance

4. Identify Buying Offices

- Learn which buying offices purchase your product or commodity.
- Contact the Small Business Specialist in appropriate buying offices.
  - Brief Capabilities Statement
  - Product Brochure
  - Contact Information

5. Investigate Opportunities

- Federal Supply Schedule
- Small Business Programs
- Subcontracting
- Commercial Buys

- Federal Business Opportunities (www.fedbizopps.gov)
- DOD Emall (emall6.prod.dodonline.net)
- Army Single Face to Industry (acquisition.army.mil/asfi/)

6. Market your Firm

The first presentation of your company's capabilities should be directly to the Small Business Specialist at the activities that buy your products or services.

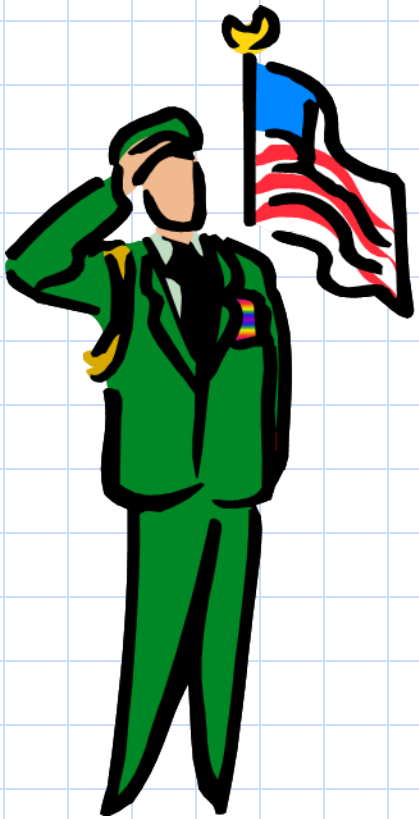
Seek Assistance

- Procurement Technical Assistance Centers
- Small Business Administration
  - SCORE
- Business Development Centers
- Chambers of Commerce

Tips

- Be Prepared
  - Elevator Speech
  - 3-5 Minute Presentation
- Request Debriefing
- Keep Registrations Current

Thank You !



Small Business Programs Office

U.S. Army Medical Command

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